

From: FDULLES --VCH0021A
To: MREARDON--VCH0021A Michael Reardon

Date and time 06/10/87 11:51:08
JMCINTOS--VCH0021A June McIntosh

*** Resending note of 06/10/87 11:34

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Addressee:

Sender:

Subject: Nordic ETS - Avca

*** Forwarding note from

--RSE0008A 06/10/87 08:25 ***

Subject: STOCKHOLM

CBJ0902

TO: KEITH WARE
CC: PETER BURKHALTER
ED CHARNAUD
FREDERICK DULLES
HELMUT GAISCH
THOMAS GLANZMANN
NORMAN JANELLE
ARJUNA KANNANGARA
HELMUT REIF
JOHN RUPP
GORAN WEBER
FROM: STIG G CARLSON

JUNE 9, 1987

NORDIC ETS STATUS REPORT BY PETER BINNIE, ACVA:

AT A MEETING IN STOCKHOLM JUNE 3RD PETER BINNIE GAVE THE FOLLOWING STATUS REPORT:

1. THE 3 FINNISH PILOT STUDIES HAVE BEEN CARRIED OUT. THEY WERE; SUOMEN PANKKI (BANK OF FINLAND) (2 BUILDINGS), THE ESPOO CITY HALL (1), AND THE PROJEKTI INSINOORIT ENGINEERING COMPANY MAIN BUILDING (1).

THE WORK WENT WELL AND THE ANALYSIS IS EXPECTED WITHIN 5 WEEKS.

AS THERE IN FACT WERE 4 BUILDINGS, WHILST WE HAVE BUDGETED FOR 3 IN FINLAND AND 3 IN SWEDEN, I INSTRUCTED PB TO DO MAX 2 SWEDISH BUILDINGS UNTIL WE HAVE MANAGEMENT'S COMMENTS ON THE BUDGET STATUS.

2. IN SWEDEN THE HIROSS ARLANDA BUILDING IS LINED UP, WHILE PB EXPECTS A 2ND ONE TO BE THE RESULT OF A MEETING HE IS HAVING JUNE 4TH WITH A LEADING SWEDISH ENGINEERING CONSULTANCY COMPANY, BENGTSSON.

I SUGGEST PB SHOULD DISCUSS THE MALMOE NURSING HOME OPPORTUNITY WITH BENGTSSON, AS WELL AS - A SUITABLE OPPORTUNITY BEING GIVEN - ANY OPENING TO GET INTO THE ARENDAL FACTORIES.

3. PB CONFIRMED THAT HE WILL BILL THE AGREED UPON US DOLLARS

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5000 PER BUILDING VIA JOHN RUPP.

4. PB ALSO MET A SECOND TIME WITH THE POTENTIAL PARTNERS P.I. IN HELSINKI. - HIS JUDGEMENT IS THEY ARE NEAR AN AGREEMENT. PB EXPECTS TO BE BACK IN FINLAND IN JULY FOR THE NEXT ROUND OF NEGOTIATIONS.

5. PB ALSO MET THE CHIEF ENGINEER OF FINNAIR, MR SAVOLAINEN. FINNAIR IS INTERESTED IN GETTING AN AIR QUALITY TEST MADE, BUT MY FEELING IS THEY ARE CONCENTRATING TOO MUCH ON GETTING A COMPETITIVE EDGE VERSUS OTHER AIRLINES. I SUGGEST I TRY TO MEET FINNAIR (AS I HAVE MET C.A. DIRECTOR SARLUND BEFORE, AND OUR INTEREST IS NO TOTAL SECRET).

IT ALSO STRIKES ME FROM PB'S REPORT THAT MEASURING OZONE IN THE COCKPIT AND CABIN SEEMS TO BE OF MAJOR INTEREST TO FINNAIR. IF WE GET ACVA ONBOARD THEIR PLANES THE OZONE COULD BE A NICE "MAIN STORY" AT THE INTERNATIONAL FLIGHT ATTENDANTS MEETING NEXT FALL, WITH THE ETS STORY AS A VERY CREDIBLE "SIDE RESULT".

6. ASSUMING THAT ACVA COMES TO AGREEMENTS WITH PI AND/OR BENGTTSSON IN FINLAND AND SWEDEN BY SEPTEMBER, WHICH IS THEIR TARGET, PB STATED ACVA IS CONSIDERING MARKETING EFFORTS FOR THE AREA ALREADY THIS YEAR.

THIS WE SHOULD MONITOR AS AN INTERESTING OPPORTUNITY TO GET PAID ADVERTISING CARRIED OUT, PRESENTING THE AIR QUALITY SCIENCE AND AT THE SAME TIME MAKING SOME REMARKS ON THE TRUE ROLE OF ETS (AMONG OTHER "SURPRISING" EXAMPLES).

- AM I CORRECT IN ASSUMING THAT YOU WOULD ALSO COORDINATE OUR JOINT EFFORTS IN MARKETING THE IAQ SCIENCE IN SCANDINAVIA?

7. IN THE EVENT THAT MANAGEMENT TAKES THE DECISION PM NEEDS TO ACT TO PREVENT A VERY STRICT PUBLIC AND WORKPLACE SMOKING LEGISLATION IN NORWAY, CONTRARY TO TRUSTING THE NMA TO ACT ON ITS OWN, ACVA HAS A THEORETICAL AVAILABILITY FOR 2-3 PILOT STUDIES IN NORWAY LATE AUGUST.
8. AT THE END OF THE MEETING I INFORMED PB ABOUT THE SWEDISH NMA DECISION TO FORM A NORDIC WORKING GROUP, STARTING ITS COOPERATION FROM AN ETS PLATFORM. THE SWEDISH NMA SECRETARY PER ANDERS KULL HAS CONTACTED FINLAND AND NORWAY, AND THE MOST LIKELY DATE FOR A FIRST WORKING MEETING TO SORT OUT PRACTICALITIES LIKE STAFFING, COMPOSITION OF WORKING TEAMS, COST SHARING ETC, IS JULY 2ND IN STOCKHOLM.

KIND REGARDS,

STIG G CARLSON

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